March 25, 2005

Dear Mr. Bobley:

Thank you so much for your interest in the Adobe CLP Program on behalf of the U.S. Federal Small Agency CIO Council (SACC). Adobe is pleased to announce that the SACC has been enrolled in the program whereby SACC is the "parent" account and each enrolled member agency is established as a "subsidiary" account .

We hope you find the following information helpful. Please pass along to anyone that would desire to enroll with Adobe to enjoy the benefits of the Adobe CLP Program.

I.   SACC CLP Program Overview and Key Benefits

        An Adobe "CLP" program has been established for the SACC. Each participating council member can purchase Adobe product licenses from any of Adobe's Authorized License Centers (ALC) with GSA authorization and enjoy the following benefits:

.   • Discounted Pricing on Adobe Desktop Product Licenses
.   • Master serial numbers
.   • Fast delivery of products
.   • Software asset management via the Adobe Licensing System
.   • Co-terminating Upgrade Plan (Maintenance)

II.   Enrollment Requirements and Procedures

        Each member agency wishing to participate and establish their own unique "subsidiary" account needs to have an initial qualifying order of 2500 points or greater. To determine points, please refer to the Appendix of this document.

        If the minimum initial point requirement is met and the agency wants to proceed, contact your Adobe Account Manager for the SACC CLP.

        Tim Conrad
        703-883-2835
        703-517-5799 (Cell)

        tim.conrad@adobe.com

        Member agency identifies a point of contact for the CLP program. This is typically someone with responsibility for managing software assets of the agency (usually within the CIO IRM or IT organization). This person acts as the liaison within the agency for the CLP program.

        Adobe and a member of our ALC network will then work to establish a unique enrollment number for the member agency (which is linked to the SACC parent account).

III.   Placing Orders Below, please find the link on Adobe's website which identifies the list of
        Adobe ALCs.

Once a member agency has been successfully registered with Adobe, member can purchase Adobe licensing by referencing it's specific SACC CLP enrollment number on it's purchase orders.

Once a member agency's CLP enrollment number is established under the master SACC CLP agreement, Adobe and the ALC network will help communicate the program to you and your organization.

Basically, each order would consist of:

.- Sku / License description / Quantity / Price
- Upgrade Plan / Quantity – (Quantity of Upgrade Plan should match # of licenses)
*Upgrade Plan (maintenance) is optional.
.- Media kit or Electronic Software Delivery (ESD) / Quantity (Our ALCs stock CLP media)

*Please note there is a charge for media kits, no charge for ESD

IV. Fulfillment and Registration

Under this program, for each order fulfilled, a "master serial number" is issued and can be used up to the number of licenses purchased. (Example: All Acrobat 7 Professional f/ Windows licenses will reflect the same master serial number, regardless of the quantity you purchase)

As such, we ask that you instruct your end-users to refrain from registering their licenses on the Adobe website as all CLP licenses are pre-registered by your Adobe ALC and covered by the CLP contract.

V. Summary

Welcome to Adobe's CLP Program - We hope you find it an easy way to purchase and track all your Adobe desktop product licenses.

Should you have any questions, please contact the Adobe Account Manager, Tim Conrad, or your representative from one of the ALC's.

Regards, Tim Conrad Account Manager Adobe Systems, Inc. 703-883-2835 – Office 703-517-5799 – Cell Tim.Conrad@adobe.com

AOO 4.0 Point Values (Commercial/Government)	NEW LICENSE	UPGRADE LICENSE
PRODUCT		
Adobe Acrobat Approval	50	N/A
Adobe Acrobat Capture - 1PP	4,000	N/A
Adobe Acrobat Capture - 2PP	8,000	N/A
Adobe Acrobat Capture - 3PP	16,000	N/A
Adobe Acrobat Capture Agent pack	100	N/A
Adobe Acrobat Distiller - 100 users	5,000	2,000
Adobe Acrobat Distiller - Unlimited users	15,000	6,000
Adobe Acrobat Elements	50	N/A
Adobe Acrobat Elements Server	28,150	N/A
Adobe Acrobat Elements Server per user	50	N/A
Adobe Acrobat Messenger	1,500	N/A
Adobe Acrobat Professional	450	150
Adobe Acrobat Standard	300	100
Adobe After Effects Professional	1,000	300
Adobe After Effects STD	700	200
Adobe ATM Deluxe	50	50
Adobe Audition	300	50

Adobe Content Serv 500 TEP	1,000	600
Adobe Content Serv ASP Ed	10,000	6,000
Adobe Content Serv Gateway	1,500	900
Adobe Content Serv Std Ed	5,000	3,000
Adobe Creative Suite Premium	1,200	750
Adobe Creative Suite Standard	950	550
Adobe Encore DVD	550	100
Adobe Font Folio OpenType - per user	450	50
Adobe FrameMaker (Mac/Win)	800	200
Adobe FrameMaker Server	8,000	4,000
Adobe FrameMaker Shared	2,000	400
Adobe FrameMaker UNIX Personal	1,350	300
Adobe GoLive	400	150
Adobe Graphics Server Dev	3,750	1,150
Adobe Graphics Server Full	7,500	2,250
Adobe Graphics Server LTD	15,000	4,500
Adobe Illustrator	500	150
Adobe InCopy	250	N/A
Adobe InDesign	700	150
Adobe PageMaker	500	100
Adobe PageMaker Plug-in	50	N/A
Adobe Photoshop	650	150
Adobe Photoshop Elements	100	N/A
Adobe Premiere Pro	700	200
Adobe Streamline	150	50
Adobe Video Collection Professional	1,500	250
Adobe Video Collection Standard	1,000	250
Adobe Acrobat Standard Maintenance 12 Months	50	N/A
Adobe Acrobat Professional Maintenance 12 Months	75	N/A
Adobe Creative Suites Premium Maintenance 12 Months	375	N/A
Adobe Creative Suites Standard Maintenance 12 Months	275	N/A
Adobe Photoshop Maintenance 12 Months	75	N/A